

Problem

Westar Energy was spending a significant amount on operating costs, because of competitor's elements not being cost effective.

Solution

Schroeder Industries and Skarda Equipment worked closely with Westar Energy to conduct power plant audits of the existing filter installations throughout their system; a total of six (6) plants were audited in 2004. The results were recapped and presented to Westar management. It was suggested that Westar consider replacing their current supplier for after-market elements in various locations and various system applications.

As a result of the product offering and proposal, Skarda was awarded a 2-year supply contract for Schroeder's BestFit™ elements, beginning in 2005.

The performance, pricing and overall value of the Schroeder elements has provided Westar with significant savings in operating costs since they began using our elements.

Schroeder Regional Sales Manager: Dan Schultz

Customer	Westar Energy
Type of Machinery	Various power plant lube oil systems
Reservoir Capacity	N/A
Operating Fluid	Various grades of hydraulic, lube oils
Schroeder Product	SBF Elements
Customer Problem	Competitor's elements were not cost effective

